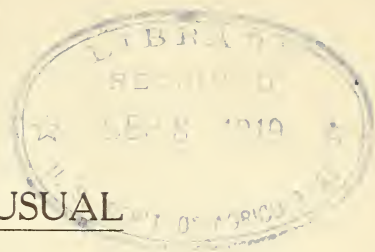


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ALWAYS THE UNUSUAL

A little surprise package
for my friends.

August 20, 1919

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If there is one thing I delight in doing—it is the unusual!

While prices in every commodity are rising skyward I have the courage of coming to you with an offer listing prices, which are not only *down* to pre-war level, but actually 25 to 50 per cent below that, and your question naturally arises: How can you do that?

It is a simple story, full of life's interest; so much so that I am sure you will be interested in it, and so I am giving it to you.

On a recent inspection trip while walking from a trolley stop to the home of one of my patrons in Massachusetts, I happened by mere accident to stumble across a dear old friend, whom I have known for a score of years and, of course, my first question was: "Why, James what are you doing now?" "I am growing flowers for the market; am located just about 500 yards from here, and why don't you come and spend an hour with me?" The invitation was too tempting to ignore and on we walked to inspect splendid houses of carnations and lilies and roses and then he said, "I want to show you what I play with. You remember I always had a hobby of propagating evergreens from cutting and as I wanted to beautify my home in time I thought I better grow my own material, but quite naturally I grew hundreds of a kind, while I only needed a few, and so I have a fine stock of young trees, but do not know how to sell them."

A thought flashed through my mind and I exclaimed: "Why, let me sell them for you, but your prices must be more than reasonable! What will you take for the lot?" When he told me the figure I thought he was fooling, for it was so ridiculously low that I could not believe it, but he insisted that for friendship's sake he wanted me to have a real bargain.

"Shake on it," I said. "It is a bargain."

We took stock—made our sale contract and off I went with all kinds of plans in my mind as to how happy I could make my friends by letting them share with me such an extraordinary opportunity.

And that is just what I am doing!

You cannot fully realize what a wonderful opportunity this is, when you consider that prices on evergreens with the usual nurseries are advanced this fall 100 per cent because the embargo placed on the importation of all evergreens by the Federal Horticultural Board in Washington is permanent and it takes from eight to ten years to produce a fair-sized evergreen from seed or cutting.

The very best time in the year to plant an evergreen is from August 20th till October 15th, and while I am sending out another catalogue September 15th, I felt I could not wait with the good news that long, for I am human, and when I have anything good to tell I want to let it loose at once.

At no previous season were evergreens so luxuriant as right now, because we have had abundant rains this summer, which makes transplanting in fall so much more success-guaranteed.

Every plant in this offer is perfect and in excellent state of health and I guarantee plants to arrive in perfect condition, but *I cannot guarantee* these plants any further as with these special low prices I could not replace them.

Packing will be charged extra, but strictly at cost.

The quantity of each size available is less than 250, so order promptly.

All orders will be filled in rotation as received.

Abies Concolor—White Fir

A king amongst evergreen trees. Superior in appearance to the well known "Blue Spruce," suitable for specimen or in groups. Very hardy.

2 ft. trees.....	\$2.50 each
3 ft. trees.....	4.00 each
4 ft. trees.....	5.00 each

Pseudotsuga Douglassi—Douglas Fir

The same as the foregoing, but possessing a rich, dark green color.

2 ft. trees.....	\$2.50 each
3 ft. trees.....	4.00 each
4 ft. trees.....	5.00 each
5 ft. trees.....	6.00 each

Colorado Blue Spruce (*Picea Pungens Glauca*)

What I offer here is all highly colored and well shaped.

2 ft. trees.....	\$2.50 each
3 ft. trees.....	3.50 each
4 ft. trees.....	5.00 each

Colorado Green Spruce

The same as above with a bluish green color.

2 ft. trees.....	\$1.00 each
3 ft. trees.....	2.00 each
4 ft. trees.....	3.00 each

NOVELTY 1919

Chinese Dwarf Blue Spruce

Introduced from China by the renowned Mr. Wilson. The plants are in texture and color the same as the Colorado Blue Spruce, but the form of the plant is entirely different. When full grown, the plant is about 6 feet in diameter and about 4½ feet high, very dense and exceedingly handsome, when placed as a specimen on a lawn. The plants I offer are about 2 feet high and through. Each, \$6.00

GROUND COVER PLANTS

Euonymus Radicans Kerria

An evergreen foliage plant, used extensively as a climber on stone walls—but is also valuable as a dwarf edging plant and far superior to Boxwood, which it now replaces and surpasses. As a ground cover under trees, on rocky slopes, on terraces or as entire lawns, when they are shaded they cannot be excelled. Strong, bushy, field grown plants.

Each, 50c; dozen, \$5.00; per 100, \$35.00

Pachysandra Terminalis (Japanese Spurge)

I have given thorough description of this remarkable plant both in the January and August edition of "My Garden Favorites," but have only offered so far plants in pots or from field.

In most situations this plant is required by the thousands, and I have always felt that the cost kept many from ordering it, and so I am offering here rooted cuttings, ready to plant out at

\$10.00 per 100; \$70.00 per 1,000 or \$500.00 per 10,000

These plants should be set 6 inches apart and will in one year cover the entire ground.

We cannot accept orders for less than 100 plants.

Myrtle (*Vinca Minor*)

Another excellent ground cover remaining green winter and summer and being covered with beautiful blue flowers in May.

Rooted cuttings: \$6.00 per 100; \$50.00 per 1,000

No order for less than 100 plants filled at these prices.